

Exhibit VIII.B.6 NYS Sub-Contractors and Suppliers

The Traditions Resort and Casino team is committed to maximizing the use of New York subcontractors and suppliers not simply because that it is a stated goal of the Request for Applications (which is a laudable goal for all of the candidate applicants), but principally, because it makes absolute logical business sense. Within the Binghamton area and across New York State the necessary talent, technical expertise, vendors and suppliers are readily available. Not only that, with the high number of skilled, unemployed people in the Binghamton area, the construction of this project and the ensuing need for qualified people to operate the casino will give a significant and much needed boost to the employment opportunities to the local community. And just as in the former IBM days, these will be jobs brought back to Binghamton, not jobs where people have to travel many miles simply to get to work.

Relationships: By teaming with the Seneca Gaming Corporation (SGC), who have built and operated three highly successful Class III casinos and resorts in Western New York over the past twelve years, the Traditions Resort and Casino team will leverage the established relationships SGC has with New York based contractors, consultants, vendors and suppliers. Those relationships are critical not just during the design and construction of the casino but also throughout the operational life of the property. The importance of trusted and reliable contractors and suppliers cannot be emphasized enough; for without them and their commitment, a casino cannot operate smoothly, successfully and profitably.

Local Participation in Design and Construction: Having spent over \$1.1 billion building, expanding and continually upgrading their three state-of-the-art casino properties over the past twelve years, the Seneca Gaming Corporation has many years of experience in building relationships and encouraging the growth of many vendors both large and small throughout the region. The vast majority of those relationships have been ongoing. Many of the design consultants, subcontractors, specialty vendors and material suppliers who were involved in the design and construction of the first casino in Niagara Falls, (that was opened in the unprecedented time of 100 days), are still working with the Corporation now as it continues to expand, upgrade, and reinvest in its properties. It is not just the relationships with the individual subcontractors and specialty vendors that are important. Another critical reason that SGC has been able to complete projects on time, on budget and with high quality, is that SGC has cultivated and nourished its relationships with the building trades that have been integral to all of SGC's major capital projects since development first started in 2002.

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At the beginning of development Seneca Gaming has established Project Labor Agreements (PLA) at each project site. With a PLA in place, a spirit of mutual cooperation is created from the very beginning. As a result there have been no labor disputes at any of SGC's projects since development first began in 2002. Furthermore the quality of construction at each of the properties has been excellent. That is a direct offshoot of the collaborative approach between all members of the construction team so that the end project is something all contributors to the project can be justly proud of.

The same philosophy of encouraging and fostering local participation throughout the design and construction process and establishing a PLA with the local building trades is at the forefront of the Traditions Resort and Casino approach to designing and building the new casino. The design team consists of a highly talented team of architects, engineers and specialty consultants. The team includes JCJ Architecture as lead casino architect, ME Engineering as specialist electrical/data systems consultant and LeChase Construction as estimating and construction management firm, all that have offices in New York. Delta Engineers, Architects & Land Surveyors, a large, multi-disciplined firm based right in Binghamton with professionals in all the key disciplines of architecture, engineering and land surveying will play a major role in the development. Delta has intimate knowledge of the site, local requirements and codes that need to be addressed during the design and construction process. Being local and with their experience there is no learning curve. They know the issues, and have solutions to those issues. Just as importantly, they are neighbors. The community knows and trusts them to play a key role in developing a design that is not only striking and appealing but addresses the needs of their home town. With the team that has been put in place, Traditions Resort and Casino has developed a design that is not only striking, but sensitive and respectful to the concerns of the community.

The Traditions Resort and Casino approach to construction of the facility is no different. The Walsh family and its Walsh & Sons Construction Company have been respected local developers based in Binghamton for three generations. They are not an outside developer who is going to build the project and then move on to another location elsewhere in the country. The family has been a part of the fabric of the local community for many years. The family has a long-term stake in the community; and they intend to remain integral members of the community for many years and generations to come.

The combination of Walsh & Sons Construction Company with LeChase Construction, their knowledge of the local contractors and supplier base, coupled with the SGC's specialized experience in completing over \$1.1 billion of successful casino and hospitality projects in New York State, results in a very strong and experienced team, a team with the ability to

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complete the project quickly, efficiently and to a very high degree of quality. Early on in the project, PLAs with the various building trades involved in construction were negotiated. (See Exhibit X.B.5)

As the various design packages get completed and are ready for bidding, the Traditions Resort and Casino team will reach out and actively seek interest from subcontractors and suppliers within Binghamton and the surrounding area. That process has already begun through the many meetings and presentations the team has given to the various business and community organizations in the area. The construction community of Binghamton knows about the scope and scale of the project. The response has clearly indicated that the business communities are very excited about the construction period, jobs and the subcontracting opportunities that will be created. Local firms will be invited to compete directly for the various construction bid packages. For the larger or more technically specialized packages where they may not have adequate depth or experience, local firms will be introduced to larger subcontractors from other parts of New York who do.

Traditions has already had several events including project presentation & awareness, vendor fairs and job previews to not only increase awareness about the project and the opportunities it will create within the community, but also initiate relationships with many to support our mission of stimulating the local economy. During these events hundreds of participants completed applications of interest allowing Traditions to establish a database of interested parties for inclusion in upcoming positions which include not only positions relating to gaming but also construction.

Language will also be incorporated in the bid documents encouraging bidders to reach out to local firms and vendors with the view that teaming up on the project with local vendors will be looked on very favorably by the Traditions Resort and Casino team.

- ***Biddable Spend during Construction Phase:*** As a matter of policy, all contracts and purchase orders with a value of \$5,000 or more will be bid. That policy extends to all aspects of construction including the purchase of furniture, fixtures and equipment (FF&E) associated with the build-out of the project. Of the total estimated expenditures of **\$100 million in Phase 1 (Construction of the casino and associated amenities) and of \$40 million in Phase 2 (Construction of the hotel)** it is anticipated that approximately 70 percent of the expenditures or (or \$98 million) will be with New York state contractors and suppliers, or with the local offices or local distributors of large national companies.

Local Vendor Involvement in Casino Operations: The participation of local suppliers and vendors in the ongoing operation of the casino once construction is completed is no different to the Traditions Resort and Casino approach to the design and construction of the facility. Local involvement and participation is not an empty commitment. Through the many months of meetings where the Binghamton community has been introduced to the scope of the project and the benefits it will bring to the community, there has been overwhelming support for the project to proceed. The individuals and businesses that make up the community clearly need to benefit from the development. Again, this is not just to fulfill and check off another goal within the RFA, it is because the Walsh family and other local people behind the Traditions Resort and Casino project are long-term members of the Binghamton community and have been and will continue to be for the long-term. As active, long-term members of the community one of their primary goals is to create a project that will be a catalyst to create new jobs and bring back lasting prosperity to the community.

- ***Annual Biddable Spend during Operations Phase:*** Beyond the impact of the estimated 1066 on-site employees and annual payroll of \$34 million, the anticipated \$21.4 million annual vendor spend for goods and services is expected to have a significant effect on the local Binghamton community. To look at what portion of that would be spent within the state of New York, a comparison was made with what Seneca Gaming typically spends at its three casinos located in Western New York. Seneca Gaming spends approximately 80 percent of its total annual spend on goods and services either directly with New York based vendors or through the local offices or local distributors of large national based companies. A similar ratio of spend is anticipated for the Traditions Resort and Casino, indicating that \$17 million or more would be expected find its way back to the New York economy. Similarly to construction, as a matter of policy all contracts and purchase orders with a value of \$5,000 or more will be bid.

In addition to bolstering the local economy, developing relationships and doing business with local vendors makes perfect business sense. Communication between operator and vendor is simplified. Each is readily accessible to the other, and problems in terms of quality, service or timeliness can be addressed immediately through direct contact. Developing relationships with local vendors engenders trust and commitment between both parties – it is back to the adage of buy local wherever possible. For those very reasons, Traditions Resort and Casino and its operating partner Seneca Gaming are both committed to reaching out to the local community and the greater Binghamton area to actively seek potential providers for the goods and services it needs.

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The outreach process will be facilitated by a number of vendor fairs starting immediately after the Project is approved. It is never too early to start the vendor fair process. For example, shortly after the SGC announced its plans to build the permanent casino in Buffalo it held vendor fairs to encourage local vendors to supply goods and services to the casino. This ranged from local food purveyors and restaurants with whom relationships were forged to provide well-known signature Buffalo dishes to the casual dining 'Savors' restaurant; to the full gamut of goods and services from paper goods and office supplies, through to maintenance service contracts, landscaping services and the like.

Very importantly, reaching out to vendors is not an isolated affair that only takes place when a new casino is first developed. It is an ongoing process. An excellent example of that is a win-win initiative that was forged between the SGC's Seneca Niagara Casino Hotel and the Niagara County Community College (NCCC) Culinary Institute. Seneca Niagara provided \$1.2 million in sponsorship monies to assist in the construction of a culinary lab kitchen and establishing an internship program. Seneca Niagara Casino Hotel not only provides many opportunities for culinary students to hone their skills at the many restaurants and food and beverage outlets at the casino, but also includes an ongoing revenue component where the culinary institute supplies many baked goods to the property. Relationships such as these, offer much more than simply the supply of goods. They provide opportunities for the local population to learn new skills and apply those skills to real jobs upon completion of the program. Recognizing the mutual benefits that programs and agreements such as these contribute to opportunities for growth and education in the community, the Traditions Resort and Casino team has already reached out to Binghamton Community College and Binghamton University to determine how establishing training programs and internships can mutually benefit the institutions, the students and the casino.

Establishing relationships with educational institutions is just one example of community outreach. The Traditions Resort and Casino team is committed to reaching out to all businesses in the area by conducting regular vendor fairs throughout the life of the casino much as Seneca Gaming currently does in its existing operations at its three properties. Holding ongoing vendor fairs opens up opportunities to new businesses and keeps active vendors competitive by making them aware that there are other vendors who can fulfill the casino's operational needs. It provides opportunities for growth of local businesses. It provides the catalyst for new jobs. It is good for the property. It is good for the community as a whole.